

# MBTI® Activity



## Sell It, Introducing Judging and Perceiving: An Application of MBTI® Type

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Designed with your success in mind, this activity comes complete with everything you need to engage participants and reinforce type concepts so that individuals can apply the learning immediately post-training. The following materials are provided for this activity:

- Instructions
- PowerPoint® slide
- Handout

Looking to extend the learning further? Offer each participant a booklet from CPP's **Introduction to Type®** series, available in print or PDF format—20 titles spanning a wide range of MBTI application topics, such as communication, conflict, team building, stress management, innovation, leadership, and more.

For more downloadable, easy-to-use, no-fail activities from world-renowned MBTI® type experts and consultants, visit [www.opp.com/MBTIactivities](http://www.opp.com/MBTIactivities).



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## OBJECTIVES

- To explore how preferences within the Judging–Perceiving dichotomy can affect others
- To expand understanding of the nonpreferred pole of this dichotomy

## TIME FRAME

50 minutes

## MATERIALS

- PowerPoint® slide: “Characteristics of Judging and Perceiving Types”
- Handout: “Characteristics of Judging and Perceiving Types”
- Paper and pencils for participants to use in making notes and recording observations
- Flipchart, markers

## SETUP

- This activity requires enough space for people to act out their presentations and enough chairs and tables to allow participants to have small group discussions.
- Make a copy of the handout for each participant.

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## Process

**Script:** People deal with the outer world by using their Judging process (either Thinking or Feeling) or by using their Perceiving process (either Sensing or Intuition). Some of the characteristics of people who prefer Judging and of those who prefer Perceiving are shown here.

1. Display the slide and distribute the handout titled “Characteristics of Judging and Perceiving Types.” Read the characteristics on the slide while participants follow along on their handout. Ask if there are any questions.

Show  
slide

**Script:** Now select your “best-fit” preference on the Judging–Perceiving dichotomy. You will be dividing into small groups on the basis of your preference. This activity will help you experience how your own preference can affect others and help you better understand the nonpreferred pole of this dichotomy.

2. Divide participants into small groups of all Perceiving or all Judging types. Choose at least one observer per group. This person could be one who is uncertain of his or her preference on this dichotomy.